

Message Text

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DRAFTED BY COM/BIC/OED/SIPS/J.T.HARDISTY

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COM/BIC/OED/OBOD/R.E.COHEN

COM/DIBA/OIM/R.HUMBERT

COM/DIBA/MEPD/W.HAIMES (INFO)

STATE/AF/W.G.MITCHELL

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R 041445Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

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E.O. 11652: N/A

TAGS: BEX,, NI

SUBJECT: PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY

REF: LAGOS 8100, CAHILL - HAIMES TELCON OF 8/20/75

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP OF USDOC HAS BEEN ADVISED BY MEPD OF REFERENCED TELCON AND HAS NOTIFIED TEN QUALIFIED SUPPLIERS OF REFTEL. SIPS HAS SPOKEN WITH MACK, FORD, AM GEN, WHITE MOTORS ALL OF WHOM ARE INTERESTED. MACK INFORMS US THAT THEY HAVE PREVIOUSLY SOLD THESE SAME VEHICLES TO THE MOD IN NIGERIA. FORD RESPONDED THAT THEIR AREA MANAGER, WHO IS LOCATED IN NAIROBI, WILL CONTACT CAHILL AT EMBASSY. A.M. GEN. IS NOTIFYING ITS REP, RETNAM LTD. OF APPAPA ROAD, LAGOS TO DO SAMB. WHITE WILL ALSO HAVE A REGIONAL REP CONTACT CAHILL RE THEIR INTEREST IN FURNISHING THEIR HERCULES ENGINES INTO VEHICLES.

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2. NAPCO INDUSTRIES, A PARTS AND COMPONENTS MANUFACTURER

INFORMS SIPS THAT THEY HAVE BEEN WORKING ON THIS POTENTIAL FOR ;ANY MONTHS THROUGH THEIR REP. PRINCE ADEFIOYE IN IBADAN (PHONE 22657) NAPCO FEELS THAT IT CAN OFFER BETTER SUPPORT FOR VEHICLES THAN VEHICLE MANUFACTURERS BASED

LARGELY ON THEIR EXTENSIVE EXPERIENCE IN PAST SALES IN

AFRICA. ONE OTHER SUPPLIER WHO IS NOT VEHICLE MANUFACTURER, KPD INTERNATIONAL CORP., CONTACTED SIPS BASED UPON A REPORT THEY RECEIVED FROM THEIR AGENT, PETER DIKE OF KPD MOTORS IN LAGOS. KPD INT'L HAS BEEN FURNISHED COPY OF REFTEL AND HAS BEEN TOLD TO HAVE DIKE GET IN TOUCH WITH CAHILL.

3. PROBLEM THAT SUPPLIERS ARE HAVING IN CONFORMING TO REQUEST IN PARA 2 OF REFTEL IS LACK OF SUFFICIENT INFO ABOUT VEHICLES WITH WHICH TO MAKE MEANINGFUL PROPOSALS. ADDITIONAL COMPLICATING FACTOR IS THAT WHEN SUGGESTING THAT CIVILIAN EQUIVALENT OF VEHICLES BE FURNISHED, NO SUCH VEHICLES EXIST IN CIVILIAN SPECS. THEREFORE, AGREEMENT BETWEEN SUPPLIER AND PURCHASER WOULD HAVE TO BE REACHED AS TO WHAT SPECIFICALLY SHOULD BE INCLUDED ON VEHICLES. FOR THESE REASONS AND BECAUSE OF HESITANCY TO QUOTE WITHOUT KNOWLEDGE OF OTHER PARTICULARS, SIPS HAS SUGGESTED THAT LOCAL REPS, THROUGH WHOM SUPPLIERS WOULD NORMALLY WORK, CONTACT CAHILL AT EMBASSY. IF EMBASSY HAS FURTHER DETAILS TO OFFER AN REQUIREMENT, SIPS WILL PROVIDE THESE TO U.S. COMPANIES.

ACTION REQUESTED:

4. THERE IS NO QUESTION THAT REQUIREMENT HAS GENERATED MUCH INTEREST HERE. REQUEST THAT EMBASSY ASCERTAIN IF MORE DETAILED SPECIFICATIONS ARE AVAILABLE, WHETHER LOCAL REPS CAN HANDLE REQUIREMENT OR WHETHER RANKING OFFICIAL FROM HOME OFFICE SHOULD GO TO LAGOS, APPROXIMATE

DESIRED DELIVERY SCHEDULE, ETC. WHICH MAY PROVIDE SUPPLIERS WITH SUFFICIENT INFO TO RESPOND TO QUESTIONS PARA 2 REFTEL. KISSINGER
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